

SNET
Preliminary Operating and Financial Statistics
(Unaudited)

	<u>At June 30,</u>		<u>Percent</u>
	<u>1998</u>	<u>1997</u>	<u>Change</u>
Access Lines in Service (thousands)	2,335	2,205	5.9%
Second Access Lines in Service (thousands)	145	111	30.6%
Interstate & International Toll Access Line Subscribers (thousands)	979	835	17.2%
Cellular Subscribers (thousands)	474	415	14.2%
Internet Subscribers (thousands)	109	62	75.8%
Cable Subscribers (thousands)	18	1	N/M
Telephone Company Wireline Employees*	7,110	8,435	(15.7%)
Total Employees	10,313	9,568	7.8%
Shareholders' Equity (millions)	\$737.8	\$514.6	43.4%
Common Shares Outstanding (thousands)	68,084	65,942	3.2%
Debt Outstanding (millions):			
Short-term	\$179.9	\$201.2	(10.6%)
Long-term	\$1,146.5	\$1,180.3	(2.9%)

* As a result of the Corporation's restructure, approximately 1,400 employees were transferred to other SNET companies.

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	For the 3 Months Ended June 30,		Percent Change
	<u>1998</u>	<u>1997</u>	
Minutes of Use (millions):			
Interstate Access	2,159	2,053	5.2%
Intrastate Access	437	384	13.8%
Intrastate Message Volume (thousands):			
Toll	81,914	88,639	(7.6%)
WATS	18,446	18,656	(1.1%)
Weighted Average Basic Common Shares Outstanding (thousands) *	68,025	65,912	3.2%
Weighted Average Diluted Common Shares Outstanding (thousands) *	68,636	66,016	4.0%

	For the 6 Months Ended June 30,		Percent Change
	<u>1998</u>	<u>1997</u>	
Minutes of Use (millions):			
Interstate Access	4,332	4,101	5.6%
Intrastate Access	865	725	19.3%
Intrastate Message Volume (thousands):			
Toll	162,623	174,688	(6.9%)
WATS	36,417	36,805	(1.1%)
Weighted Average Basic Common Shares Outstanding (thousands) *	67,627	65,848 ✓	2.7%
Weighted Average Diluted Common Shares Outstanding (thousands) *	68,317	65,930	3.6%

* Effective December 31, 1997, SNET adopted Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings per Share." Under SFAS No. 128, basic earnings per common share is computed by dividing income by the weighted average number of common shares outstanding during the period. In order to compute diluted earnings per share, the weighted average number of common shares is increased by the effect of all potential common shares outstanding during the period. As required by SFAS No. 128, all periods presented have been restated to conform to the provisions of the new standard.

SNET 1998 Primary and Non-Primary Actuals to Date

	JAN	FEB	MAR	APR	MAY	JUNE	JULY
1 Non-Primary Residence	109,767	113,331	116,945	120,126	123,188	126,052	128,285
2 ISDN BRI	7,599	7,988	8,330	8,658	9,025	9,313	9,484
3 Primary Res. + Single Line Business	1,343,019	1,354,585	1,368,342	1,382,088	1,397,373	1,416,513	1,416,520
4 Total	1,460,385	1,475,904	1,493,617	1,510,872	1,529,586	1,551,878	1,554,289
% Non Primary (1+ 2)/4	8.04%	8.22%	8.39%	8.52%	8.64%	8.72%	8.86%

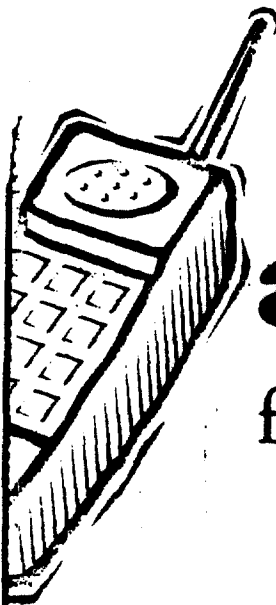
EXHIBIT 4

PROMOTIONAL MATERIALS:

COX DIGITAL TELEPHONE

BELL ATLANTIC

PEOPLE LINK (TCI)



You now have a choice for local telephone service!

"The choice" is clearly better!

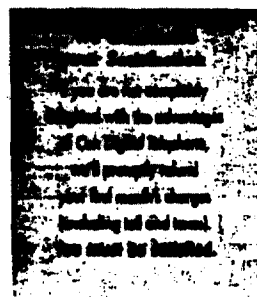
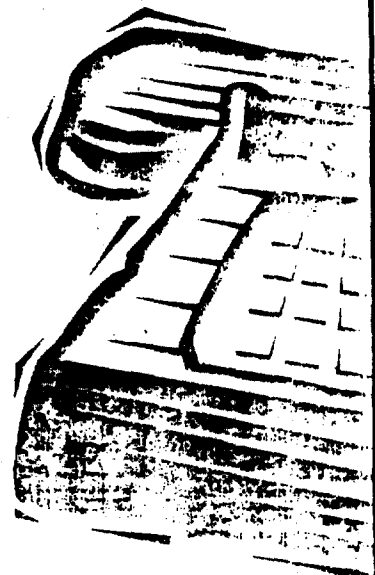
	SNET	COX Digital Telephone
Lower local service rates	No	YES!
50% savings* on a second phone line	No	YES!
Free installation when you respond by June 21, 1998	No	YES!
Just 10 cents a minute for all long distance calls within the U.S. — even Puerto Rico and Hawaii — any time, any day. No restrictions, no limits, no gimmicks.	No	YES!

Add to that our commitment to award-winning customer service... plus the amazingly clear connections our state-of-the-art digital service provides... and it's easy to see that Cox Digital Telephone really is the better choice—your best choice—for local telephone service!

To start enjoying the savings and benefits of Cox Digital Telephone
Call Today!

439-4COX
(439-4269)

COX Digital Telephone



* Available to current Cox Communications customers. Savings based on SNET local monthly rates effective 3/31/98. Rates are subject to change, which could impact accuracy of comparison. Offer subject to change.

To Cox Cable Customers
Date Today Time 10:25 am

JUL 28 1998

WHILE YOU WERE OUT

M Alice
RE: Cox Digital Telephone
Phone No. 1-888-277-0746

TELEPHONED		PLEASE CALL	
WANTS TO CONNECT YOU	X	WILL CALL BACK	
WANTS TO SEE YOU		URGENT	X
RETURNED YOUR CALL			

Message

Wants to
Save you \$\$\$

Operator

	COX	Verizon
Monthly Line Charge	\$12.49	\$13.53
Second Line	\$ 6.75	\$13.53
In-State Toll Calls	10¢/min.	Up to 18¢/min.
Long Distance	10¢/min.	Up to 23¢/min.

- Call 1-888-277-0746**



COX.
COMMUNICATIONS

**BULK RATE
US POSTAGE
PAID
MERCURY PRINT
& MAIL**

5-DIGIT 06410

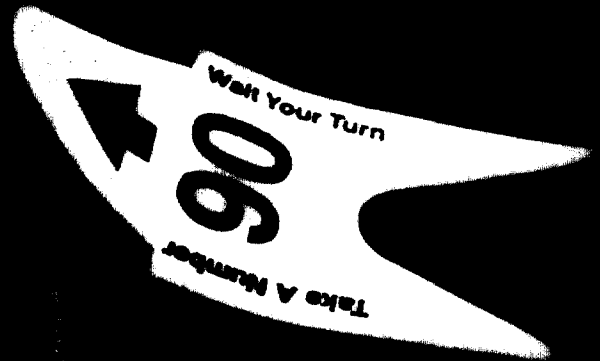
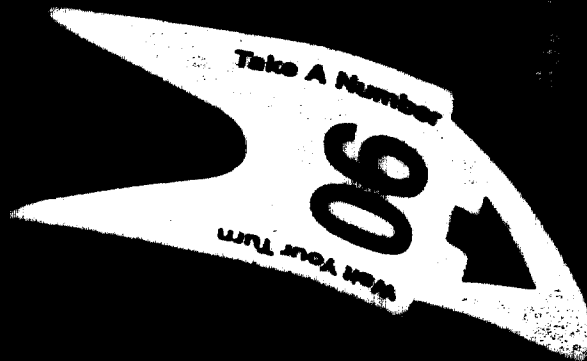


* Pricing reflects Cox Preferred Rates for customers who have at least one other Cox service. Excludes taxes or surcharges. If you're not completely satisfied with Cox Digital Telephone service, we'll refund your first month's charges on your primary line (excluding local toll and long distance charges). ** State-to-state within the continental U.S. *Savings over SNET refers to the primary and additional line flat rate service plan and local calling area. Based on published rates of SNET as of 3/21/98. Offer subject to change.

J U L Y 1 9 9 8



Monthly service and usage charges, and installation costs over the \$20 apply. Offer available to Massachusetts residential customers only.



**Call this number,
1 800 553-6055, for \$20 savings
on an Additional Line from
Bell Atlantic. And stop waiting.**

Sometimes it can feel like you need to take a number just to use the phone. Your kids are talking to their friends. And you need to send a fax to your boss before the 5:00pm deadline. Why deal with all that stress when you can easily get an Additional Line from Bell Atlantic? A great way to free up the phone for your home office. Feel free to call the client. E-mail your co-worker. And surf the Net for the latest business news whenever you want. Use the new line for your computer and you can go online without having to plug and unplug equipment, or worry you're missing important calls.

With \$20 savings, now's the time for another line.

To get \$20 off the installation charge, all you have to do is order by 8/15/98. Why not call today and put an Additional Line to work for you? Hey, you may never have to take a number again.

**For \$20 savings on an Additional Line, call
1 800 553-6055, Operator 2555
by 8/15/98.**

Monday to Friday, 8am to 8:30pm and Saturday, 9am to 4pm.

*Installation charge does not include rate for which customer is responsible. Monthly service and usage charges and installation charges in excess of \$20 still apply. Other restrictions may apply.
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*No additional charge for service, and no monthly fee charge for installation per line. The \$20 de la oferta aplica sobre los servicios.
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Para ahorrar \$20, ordene antes del 15 de agosto de 1998.

Ordene hoy una Línea Adicional.

Lláme gratis al **1 800 294-2208**

Horas de atención... Dom-Spm líneas a viernes, Dom-Spm, sábados

Para obtener un ahorro de \$20 en el cargo de instalación, lo único que tiene que hacer es ordenar una Línea Adicional antes del 15 de agosto de 1998. * ¿Porque no llame hoy y pida una Línea Adicional a trabajar para usted? ¡Tal vez así no tendrá que volver a tomar un número!

Ahora es el momento para obtener esta línea, con una oferta de \$20 de ahorro.

Lláme a su cliente cuando quiera. Envíe mensajes a sus compañeros de trabajo por correo electrónico. Y use el Internet para informarse de las últimas noticias de negocios, cuando quiera. Use su nueva línea para su computadora y conéctese al Internet sin enchufar ni desconectar equipo alguno... o preocúpese de posibles llamadas importantes.

Hay gran forma de usar su teléfono para una oficina en su hogar.

A veces parece necesario tomar un número para poder usar el teléfono. Sus hijos están hablando con sus amigos... Y usted necesita enviarle un fax a su jefe antes de las 5 de la tarde. ¿Porque sufrir tanto estrés, cuando puede fácilmente conseguir una Línea Adicional de Bell Atlantic?

**Sólo tiene que llamar al
1 800 294-2208, para ahorrar \$20 en
una Línea Adicional de Bell Atlantic.
Y así no tendrá que esperar.**

For

Date 12/9/97

Times

While You Wait

M

PEOPLE LINK Local

Of

TCI

Phone

1 888 TCI-9173

AREA CODE

NUMBER

Fax

Telephoned ☐

Please Call ☒

Came To See You ☐

Will Call ☐

Returned Your Call ☐

Want ☐

Message

Tried to

Your line was

(Wanted to offer free to

Signed

on a second phone

With free installation and 2 months free service, it's the perfect time to get a second line.

If the kids, computer and fax machine are all competing for the phone, get your household a second phone line from People Link by TCI™ this holiday season. You'll receive free installation, a free \$10 pre-paid calling card, and two months of local phone service free.

It's a risk-free offer, so why wait any longer?

Call us toll-free at 1-888-824-9173.

You've got nothing to lose but that tied-up line.

people link
by TCI

Call for complete details about services and prices. Some calling features are not functional with non-People Link phone numbers. Two months free offer for new first-time customers only. Basic installation includes the physical hookup and testing of your People Link phone service, but does not include wire repair or installation of new phone jacks. If more than basic installation is required additional installation fees may apply. Offer expires 12/31/97. After 90 days, you will be billed in advance, at the current rate for basic monthly line charge. Offer is based on Calling Plan 1 or equivalent value and does not include taxes, toll charges and calling features. People Link may not be available in your area, but we're working on it. ©1997 Tele-Communications Inc.